

AMENDMENTS TO THE CLAIMS

Please amend Claims 1, 2, 5, 6, 12, 13, 14, 15, 16, 19, 20, 21, 28, 29, 30 and 49 as follows:

1. **(Currently Amended)** A computer system comprising:
a processor;
a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising
a forecast series creation set of instructions ~~block configured~~ to
identify hierarchy data defining a hierarchy structure of an
organization, including data identifying a hierarchical position
of each member of the organization,
identify a date and time to generate a forecast,
identify members of the organization to be included in the forecast, the
members derived from the hierarchy,
identify forecast data to be automatically analyzed to generate the
forecast, and
identify a visibility mode for the forecast, and
generate a forecast series comprising the identified hierarchy data, the
identified date and time to generate the forecast, the identity of
the members of the organization to be included in the forecast,
the identity of the forecast data to be automatically analyzed,
and the identified visibility mode;
an opportunity and revenue scheduling creation set of instructions ~~block~~
~~configured~~ to identify forecast data; and
a forecast creation set of instructions ~~block configured~~ to generate the
forecast [[,]] using the forecast series.

2. **(Currently Amended)** The computer system of claim 1, wherein
the hierarchy structure comprises a plurality of management levels, **and**

the forecast series creation set of instructions further comprises instructions block
~~is further configured~~ to

define visibility rules that specify the forecast data that are visible to each
 management level of the organization to be stored on the storage
 device, and

include the visibility rules in the forecast series, and

the forecast creation set of instructions further comprises instructions block is

~~further configured~~ to generate a forecast for any management level of the
 organization, wherein

each forecast that is generated is based on forecast data that are visible to the
 management level for which that forecast corresponds as specified by
 the visibility rules.

3. (Previously Presented) The computer system of claim 2, wherein
 a forecast is generated for a manager, and
 the visibility rules include a maximum hierarchy depth search value n defining a
 search scope such that the forecast generated for the manager is generated
 from the manager's own forecast data and from forecast data corresponding to
 members of the organization who are defined to be both subordinate to the
 manager and occupy a management level in the hierarchy that is $\leq n$ levels
 below a management level occupied by the manager.
4. (Cancelled)
5. (Currently Amended) The computer system of claim 1 ~~[[,]]~~ wherein the
 opportunity and revenue scheduling creation set of instructions further comprises
instructions block ~~is further configured~~ to
 enable a member of the organization to submit a forecast to a superior; and
 prevent the member from modifying the forecast after it has been submitted.

6. **(Currently Amended)** The computer system of claim 5, wherein the forecast creation set of instructions further comprises instructions ~~block is further configured~~ to present forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

7 - 11. (Cancelled)

12. **(Currently Amended)** A computer system comprising:
a processor;
a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising
 a forecast series creation set of instructions comprising instructions ~~block configured~~ to
 identify hierarchy data defining members of an organization and a hierarchical position of each member,
 determine an identity of a current forecast participant who is a member of the organization,
 identify members of the organization who are subordinate to the current forecast participant based on the hierarchy data,
 identify a date and time to generate a forecast,
 identify members of the organization to be included in the forecast, the members derived from the hierarchy,
 identify forecast data to be automatically analyzed to generate the forecast,
 identify a visibility mode for the forecast, and
 generate a forecast series comprising the identified hierarchy data, the identity of the current forecast participant, the identity of members of the organization who are subordinate to the current forecast participant, the date and time to generate the forecast, the identity of the members of the organization to be included

in the forecast, the identity of the forecast data to be automatically analyzed, and the visibility mode;
 an opportunity and revenue scheduling creation set of instructions comprising instructions block ~~configured~~ to identify forecast data corresponding to the members of the organization; and
 a forecast creation set of instructions comprising instructions block ~~configured~~ to generate forecasts for one or more members of the organization who are identified as being subordinate to the current forecast participant, using the forecast series, and present forecast data to the current forecast participant.

13. (Currently Amended) The computer system of claim 12, wherein the current forecast participant is a manager whose forecast is determined, at least in part, on forecasts that are submitted by one or more selected members of the organization who are subordinate to the manager, and the forecast creation set of instructions further comprises instructions block ~~is further configured~~ to automatically generate a forecast for any member among said one or more selected members who has yet to submit a forecast, and generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that is automatically generated.

14. (Currently Amended) The computer system of claim 13[[,]] wherein the forecast creation set of instructions further comprises instructions block ~~is further configured~~ to automatically calculate forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast in a recursive manner from lower levels to higher levels in the organization's hierarchy, wherein the manager occupies at least a second level of management in the organization's hierarchy.

15. (Currently Amended) A system comprising:

a processor;

a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising

a forecast series **creation set of instructions** ~~block-configured~~ to

identify hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of members of the organization,

identify rules that specify forecast data that are visible to each member of the organization,

identify a date and time to generate a forecast,

identify members of the organization to be included in the forecast, the members derived from the hierarchy,

identify forecast data to be automatically analyzed to generate the forecast,

identify a visibility mode for the forecast, and

generate a forecast series comprising the identity of the hierarchy data, the identified rules, the date and time to generate a forecast, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identified visibility mode;

an opportunity and revenue scheduling creation **set of instructions** ~~block~~

~~configured~~ to send data comprising a set of interactive HTML

components via a computer network to a client, a portion of which enable forecast data corresponding to members of the organization to be entered via the client; and

a forecast creation **set of instructions** ~~block-configured~~ to

generate a forecast for members of the organization using the forecast series, wherein each forecast is generated based on forecast data that are visible to corresponding members according to the visibility rules, and

send forecast data corresponding to the forecast to the client to be viewed by a user through use of the set of interactive HTML components.

16. **(Currently Amended)** The computer system of claim 15, wherein the hierarchy structure comprises a plurality of management levels, the forecast series creation set of instructions further comprises instructions block ~~is further configured~~ to
 - define visibility rules that specify the forecast data that are visible to each management level of the organization, and
 - include the visibility rules in the forecast series, and
 the forecast creation set of instructions further comprises instructions block ~~is further configured~~ to generate a forecast for any management level of the organization, wherein
 - each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.
17. **(Previously Presented)** The system of claim 15, wherein
 - a forecast is generated for a manager, and
 - the visibility rules include a maximum hierarchy depth search value n defining a search scope such that the forecast generated for the manager is generated from the manager's own forecast data and from forecast data corresponding to members of the organization who are defined to be both subordinate to the manager and occupy a management level in the hierarchy that is $\leq n$ levels below a management level occupied by the manager.
18. **(Cancelled)**
19. **(Currently Amended)** The system of claim 15, wherein the forecast creation set of instructions further comprises instructions block ~~is further configured~~ to:
 - enable a member of the organization to submit a forecast to a superior; and

prevent the member from modifying the forecast after it has been submitted.

20. **(Currently Amended)** The system of claim 19 ~~[[,]]~~ wherein the forecast creation set of instructions further comprises instructions ~~block is further configured~~ to enable one or more of the superior to which the forecast was submitted and a system administrator to unsubmit the forecast such that the member who submitted that forecast is enabled to modify the forecast.

21. **(Currently Amended)** The system of claim 15, wherein the forecast creation set of instructions further comprises instructions ~~block is further configured~~ to send data to the client, and the set of interactive HTML components are configured to present the forecast data in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.

22 - 27. (Cancelled)

28. **(Currently Amended)** A system comprising:
a processor;
a memory, coupled to the processor, and storing instructions executable on the processor, the instructions comprising
a forecast series creation set of instructions ~~block configured~~ to
identify hierarchy data defining members of an organization and a hierarchical position held by each member to be stored in a database,
determine an identity of a current forecast participant who is a member of the organization and using the client,
identify members of the organization who are subordinate to the current forecast participant based on the hierarchy data,
identify a date and time to generate a forecast,

identify members of the organization to be included in the forecast, the
 members derived from the hierarchy,
 identify forecast data to be automatically analyzed to generate the
 forecast,
 identify a visibility mode for the forecast, and
 generate a forecast series comprising the identity of the current
 forecast participant, the identity of members of the
 organization who are subordinate to the current forecast
 participant, the date and time to generate the forecast, the
 identity of members of the organization to be included in the
 forecast, the identity of forecast data to be automatically
 analyzed, and the identified visibility mode, [[;]]

an opportunity and revenue scheduling creation **set of instructions block**
~~configured~~ to send data corresponding to a set of interactive HTML
 components via a computer network to a client that enable forecast
 data corresponding to members of the organization to be entered by a
 user of the client; and

a forecast creation **set of instructions block** ~~configured~~ to
 generate forecasts, using the forecast series, for one or more members
 of the organization who are identified as being subordinate to
 the current forecast participant, and
 send forecast data to the client to be displayed to the user via the set of
 interactive HTML components.

29. **(Currently Amended)** The system of claim 28, wherein
 the current forecast participant is a manager whose forecast is determined, at least in
 part, on forecasts that are submitted by one or more selected members of the
 organization who are subordinate to the manager, and
 the forecast creation **set of instructions further comprises instructions** ~~block is~~
~~further configured~~ to
 automatically generate a forecast for any member among said one or more
 selected members who has yet to submit a forecast, and

generate a forecast for the manager based on a combination of forecasts submitted by said one or more selected members and any forecast that is automatically generated.

30. **(Currently Amended)** The system of claim 29, wherein the forecast creation set of instructions further comprises instructions ~~block is further configured to~~

automatically calculate forecasts for said one or more selected members of the organization who are subordinate to the manager and have not submitted their forecast in a recursive manner from lower levels to higher levels in the organization's hierarchy, wherein the manager occupies at least a second level of management in the organization's hierarchy.

31 - 44. (Cancelled)

45. (Previously Presented) A method comprising:
 identifying hierarchy data defining a hierarchy structure of an organization, including data identifying a hierarchical position of each member of the organization;
 identifying a date and time to generate a forecast;
 identifying members of the organization to be included in the forecast, the members derived from the hierarchy;
 identifying forecast data to be automatically analyzed to generate the forecast;
 identifying a visibility mode for the forecast;
 generating a forecast series comprising the identified hierarchy data, the identified date and time to generate the forecast, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identified visibility mode; and
 generating the forecast using the forecast series.

46. (Previously Presented) The method of claim 45, wherein the hierarchy structure comprises a plurality of management levels and further comprising:
- defining visibility rules that specify the forecast data that are visible to each management level of the organization to be stored on the storage device;
 - including the visibility rules in the forecast series; and
 - generating a forecast for any management level of the organization using the forecast series, wherein each forecast that is generated is based on forecast data that are visible to the management level for which that forecast corresponds as specified by the visibility rules.
47. (Previously Presented) The method of claim 45, further comprising presenting the forecast in a graphical format that enables a member to compare forecast data corresponding to related forecasts over time that are specified to be visible to that member.
48. (Previously Presented) A machine-readable media on which a plurality of machine-executable instructions are stored that when executed by a machine generates forecast information corresponding to an organization by performing the operations of:
- identifying hierarchy data defining a hierarchy structure of the organization, including data identifying a hierarchical position of each member of the organization;
 - identifying a date and time to generate a forecast;
 - identifying members of the organization to be included in the forecast, the members derived from the hierarchy;
 - identifying forecast data to be automatically analyzed to generate the forecast;
 - identifying a visibility mode for the forecast;
 - generating a forecast series comprising the identified hierarchy data, the identified date and time to generate a forecast, the identity of the members of the organization to be included in the forecast, the identity of the forecast data to be automatically analyzed, and the identified visibility mode; and
 - generating the forecast using the forecast series.

49. **(Currently Amended)** The computer system of Claim 1, wherein the date ~~data~~ and time to generate a forecast comprises:
- a base period identifying a period over which forecast items are aggregated;
 - an interval period identifying a frequency at which forecasts are made within the base period; and
 - a start date identifying the earliest date for which the forecast can be generated.
50. **(Previously Presented)** A method comprising:
- identifying hierarchy data defining a hierarchy structure of an organization, wherein the hierarchy data comprises a hierarchical position of each member of the organization;
 - identifying a date and time to generate a forecast;
 - identifying members of the organization to be included in the forecast, the members derived from the hierarchy;
 - identifying forecast data to be automatically analyzed to generate the forecast;
 - generating a forecast series comprising the identified hierarchy data, the identified date and time to generate the forecast, the identity of the members of the organization to be included in the forecast, and the identity of the forecast data to be automatically analyzed; and
 - generating the forecast using the forecast series.